

Message Text

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ORIGIN EUR-25

INFO OCT-01 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00 EB-11

INR-10 NSAE-00 RSC-01 FAA-00 DOTE-00 PM-07 L-03

NSC-10 PA-04 PRS-01 SPC-03 SS-20 USIA-15 ACDA-19

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TO AMEMBASSY BONN PRIORITY

INFO USMISSION BERLIN

AMEMBASSY LONDON

AMEMBASSY PARIS

C O N F I D E N T I A L STATE 217090

E.O. 11652:GDS

TAGS: ETRN, WB, GW, UK, US

SUBJECT: IGS FARE INCREASE PROPOSALS

REF: A) BONN 15709 B) 15498 C) 15311 NOVEMBER 9, 1972

1. GIVEN ITS COMPLEXITY AND IMPORTANCE IN TERMS OF
CONTINUED BEA PARTICIPATION IN BERLIN AIR SERVICES,
DEPT BELIEVES EXTRA EFFORT SHOULD BE MADE TO HANDLE
CURRENT FARE INCREASE ISSUE IN MANNER MOST LIKELY TO
YIELD QUICK DECISION AND LEAST LIKELY TO PRECIPITATE
CLASH WITH GERMANS OF KIND THAT DEVELOPED LATE LAST YEAR.
SCENARIO FOR DEVELOPING AND PRESENTING PROPOSAL TO FRG
SHOULD THEREFORE BE CAREFULLY WORKED OUT AND AGREED AMONG
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UK, FRENCH AND US REPS IN ADVANCE.

2. AS CONTRIBUTION TO THIS PLANNING, DEPT WOULD SUGGEST FOLLOWING STEPS BE CONSIDERED IN ORDER LISTED:

A) CAAS SHOULD OBTAIN FROM BEA SUPPORTING DATA FOR FARE INCREASE SIMILAR TO THAT WHICH PAN AM HAS ALREADY SUBMITTED.

B) CAAS SHOULD SEEK TO RECONCILE DIFFERING UK AND PAN AM PROPOSALS, AND PRODUCE JOINT RECOMMENDATION FOR SUBMISSION TO CAPITALS. SUBMISSIONS SHOULD BE ACCOMPANIED BY INDIVIDUAL AIRLINE DATA.

C) AFTER AGREEMENT IN CAPITALS ACHIEVED, TRIPARTITE PRESENTATION FOR FARE INCREASE SHOULD BE MADE TO GERMANS, PRESUMABLY IN BCATAG FORUM WHERE BOTH FRG AND BERLIN SENAT REPS ARE PRESENT. PRESENTATION SHOULD BE ACCOMPANIED ONLY WITH MINIMUM DATA REQUIRED TO JUSTIFY FARE INCREASE PROPOSAL.

3. IN SUM, CONSULTATION WITH GERMANS SHOULD ONLY COME AFTER TRIPARTITE AGREEMENT ON DETAILS OF FARE INCREASE PROPOSAL HAVE BEEN REACHED. KISSINGER

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